

Message Text

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PAGE 01 ABU DH 02025 121044Z

16

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 120850Z OCT 75
FM AMEMBASSY ABU DHABI
TO USDOC WASHDC
INFO SECSTATE WASHDC 3414

UNCLAS ABU DHABI 2025

COMMERCE FOR CAGNE

E.O. 11652: NA

TAGS: BEXP, BTIO, BGEN, TC

SUBJ: STATUS REPORT: AL-AIN AND ABU DHABI HOSPITAL TENDERS

REF: (A) ABU DHABI 216 (B) ABU DHABI 227 (C) STATE 242913

1. PROJECTS COMMITTEE OPENED TENDERS ON OCTOBER 1 FOR MAJOR, FULLY-EQUIPPED HOSPITALS IN AL-AIN AND ABU DHABI. BLOUNT BROS., ONLY AMERICAN FIRM TO BID BOTH HOSPITALS, JOINT VENTURE OF SKANSKA (SWEDISH FIRM WELL ESTABLISHED IN ABU DHABI) AND PHILLIP HOLTZMANN A.G. (GERMAN FIRM) ALSO BID BOTH HOSPITALS. JOINT VENTURE OF SHIMISU CONSTRUCTION CO. (SUBSIDIARY OF MITSUBISHI) AND ALBERT ABELA (LOCAL BUSINESSMAN) BID THE ABU DHABI HOSPITAL ONLY. BEST AVAILABLE INFORMATION INDICATES SKANSKA-HOLTZMANN BID IS LOW, BLOUNT IS SECOND, SHIMIZU-ABELA IS THIRD. HOWEVER ALL BIDS MUCH ABOVE ESTIMATES, WITH EVEN LOW BID OVER DOLLARS 200 MILLION. CONSULTANTS (TAC) SAY DDOUNT IS DEFINITELY STILL IN THE RUNNING AT THIS POINT.

2. PROJECTS COMMITTEE APPARENTLY DISTURBED NOT ONLY BY VERY HIGH BIDS BUT BY FACT THAT BIDS FOR 250-BED AL-AIN HOSPITAL WERE NOT 50 PERCENT OF BIDS FOR 500-BED ABU DHABI HOSPITAL. CONSULTANTS (TAC) HOWEVER SAY THE PROPORTION BETWEEN ABU DHABI AND AL-AIN BIDS IS ABOUT RIGHT CONSIDERING GREATER TRANSPORTATION COSTS FOR AL-AIN CONSTRUCTION SITE AND FACT THAT COST OF MANY HOSPITAL FACILITIES IS NOT PROPORTIONAL TO NUMBER OF BEDS.

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3. TAC REPRESENTATIVES WILL GO BEFORE PROJECTS COMMITTEE ON OCTOBER 12 WITH SEVERAL PROPOSALS FOR REDUCING PROJECT COST INCLUDING POSSIBLE CHANGES TO SPECIFICATIONS. DECISIVE ACTION FROM PROJECTS COMMITTEE SHOULD PROBABLY NOT BE EXPECTED MUCH BEFORE DECEMBER.

4. EMBASSY SOMEWHAT DISMAYED THAT DESPITE U.S. ARCHITECT SERVING AS PROJECT CONSULTANT, ONLY ONE OF FOUR PRE-QUALIFIED U.S. FIRMS ACTUALLY TENDERED.
STERNER

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